

NDC UNIVERSITY: LEARN TO EARN



NDC University is now holding open enrollment for the fall term of **Sales Training Boot Camp**. You won't want to miss this exceptional training course designed exclusively for sales people. **NDCU Sales Training Boot Camp** will be held in **Nashville, TN** at the **Hotel Preston** on **December 8-10, 2010**.

WHAT IS NDC UNIVERSITY SALES TRAINING BOOT CAMP?

Boot Camp is a dynamic, learning experience featuring topics tailored to your career needs and promises to be a jam-packed session. You will get the tools you need to take back with you and use immediately, including:

- **Understand Your Industry** – a market overview
- **Manage Your Territory** – know what's out there before you can achieve it
- **Close the Sale** – automatically!
- **Hands-on Product Training** – 25 manufacturers
- **Sell Your Brand** – it's unique to you
- **Change Your Sales Career** – Learn specific steps to change your sales career in 20 days!

SPACE IS LIMITED – REGISTER TODAY

In order to reserve your space, fax the attached registration form to **615-366-0564** as soon as possible. We don't want you to miss a moment of this powerful sales training event! **Registration deadline is November 3, 2010.**

REGISTRATION FEES:	1 student, \$99
	2 students, \$79/student
	3 or more students, \$59/student

HOTEL RESERVATIONS

Contact the **Hotel Preston** at **615-361-5900**. Receive a special NDCU room rate of **\$89** by informing the reservation agent that you are an NDC University participant. The Hotel Preston offers complimentary airport shuttle service and a \$10 breakfast voucher.

NDCU Sales Training Boot Camp

Wednesday – December 8, 2010

7:00 - 8:45	Registration & Class Photo
8:45 - 10:15	NDC Inside Out – Navigating the MemberSite
10:30 - 12:30	Vendor Rotations
12:30 - 1:30	Lunch
1:45 - 2:45	LABLink
3:00 - 6:30	Vendor Rotations & Happy Hour
6:30 - 8:30	Networking Dinner & Team Building Fun

Thursday – December 9, 2010

8:00 - 10:00	Getting Connected – Understanding the EMR/EHR Landscape
10:15 - 11:30	Vendor Rotations
11:30 - 12:45	Lunch
1:00 - 5:30	PRECISE Selling – Brian Sullivan
5:30 - 7:00	Networking Dinner



Friday – December 10, 2010

8:00 - 10:00	NDC Warehouse Tour with rotations in C/S, Ops and Purchasing
10:30 - 11:30	Graduation & Departure



Questions? Contact:
Bobbie Moore
615-324-6335
bmoore@ndc-inc.com

Hotel Preston
615-361-5900
733 Briley Parkway
Nashville, TN 37217
**Ask for Special NDCU rate of \$89*

**DEADLINE:
NOVEMBER 3, 2010**

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NDCU Sales Training Boot Camp
Hotel Preston, Nashville, TN
December 8 – 10, 2010

**RESPOND BY
NOVEMBER 3**

NDCU SALES TRAINING BOOT CAMP REGISTRATION FORM

Company

Contact Person

Email Address

Address

Telephone Number

Fax Number

Attendee #1

Years Experience

Email Address

Attendee #2

Years Experience

Email Address

Attendee #3

Years Experience

Email Address

Market(s) Served

Sales Training Boot Camp

Schedule at a Glance

Wednesday, December 8

7:00 - 8:45 Registration & Group Photo
8:45 - 12:30 NDC Presentations &
Vendor Rotations
1:45 - 2:45 LabLink
3:00 - 6:30 Vendor Rotations &
Happy Hour
6:30 - 8:30 Network Dinner

Thursday, December 9

8:00 - 10:00 Connectivity & EMR 101
10:15 - 11:30 Vendor Rotations
1:00 - 5:30 Precise Selling
with Brian Sullivan
5:30 - 7:00 Networking Dinner

Friday, December 10

8:00 - 10:30 Warehouse Tour
10:30 - 11:30 Graduation & Departure

**Schedule airline departures after
12:00pm on Friday, December 10**

REGISTRATION FEES:

1 Student \$99/student
2 Students \$79/student
3+ Students \$59/student

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Fax form to **615-366-0564** or
Mail to NDC, Inc.
Attn: Bobbie Moore
402 BNA Drive, Suite 500
Nashville, TN 37217

**Registration deadline:
November 3, 2010**



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